



Airworld Tours

The Luxury Holiday Company

APPLICATION FORM

ROLE: Senior / Travel Consultant

PERSONAL DETAILS

Title	First Name (s) (under the one you are known by)	Surname

Address:

Post Code:

Telephone:

Email Address:

EDUCATION – Professional, First Degree / Diploma

Please list all **degrees / diplomas / professional qualifications etc.** Held. List most recent first and give all results known whatever the outcome.

From – To Month /Year	Education Institution	Award and Title of Award Degree / Diploma etc	Results Awarded

EMPLOYMENT AND WORK EXPERIENCE

Please describe briefly your employment history. Highlight (*) the two most relevant and what you achieved.

From – To Month / Year		Employer	Job Title and Responsibilities	Achievements

SPECIFIC EVIDENCE

The following questions are designed to encourage you to provide evidence of specific abilities related to this role.

Please detail your specific experience in selling holidays (Destinations, Hotels, Airlines used).

Please detail the CRS systems used in your previous travel employments. i.e. Wspan, Galilio, View Data etc. etc?

Please list below 3 particular examples of holiday sales procured for previous employers. Explain how you obtained the leads, which supplier's products were sourced and the value of each holidays sold.

1.

2.

3.

How much business did you close in the last 12 months or in the last 12 months of your previous sales role? (Include monthly value of sales and monthly gross profits)

Month	Value of Sales	Gross profits

Please explain how you plan and prioritise your sales activities.

Please give 2 examples of different techniques you use to close sales.

Please answer 'Yes' or 'No' to each of the following questions;

Do you have a can-do positive attitude? Yes / No

Are you confident making cold calls on the telephone? Yes / No

Have you got experience in replying to customers through email? Yes / No

Have you been punctual in your previous jobs? Yes / No

Are you confident on numerical calculations? Yes / No

Please specify any health issues you may have?

Please give details of your current salary and / or commission package:

SPECIFIC SKILLS

Indicate any other specific relevant skills.

CAREER CHOICE

Explain why you are interested in this job and emphasise why you consider yourself to be a strong candidate.

ADDITIONAL INFORMATION

Please write here any additional information, not covered elsewhere, which will strengthen your application.

Use the space below to tell us about any personal interests and / or achievements that may be relevant.

Where did you hear of us or see advertisement for this role?

REFEREES

Referee	Referee
Name:	Name:
Position:	Position:
Address:	Address:
Telephone:	Telephone:
Email:	Email:

AVAILABILITY

Please give any dates when you are not available for interview	Please give date from which you are available to start
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DECLARATION

The statements made on this form are true. I understand any false statement may jeopardise my application and may lead to an offer being withdrawn.

Signed: _____ Name (Please Print): _____

Date: _____